



The Americas Update

August/September 2004

Export News

Bolivia- Bolivia's Corporation of the Social Military Insurance has announced an open tender for the purchase of **medical equipment and minor surgical medical instruments**. Specifications and other technical data may be obtained from the following address: Corporacion del Seguro Social Militar Administracion del Proceso de Contratacion Encargado de vender el Pliego: Cnl. DEAEN Oswaldo Vaca Edif. Ex-Banco Boliviano Americano Av. Camacho 1413 La Paz, Bolivia or by telephone: 591 2 2204 156. [IMI 8/10/04](#)

Brazil- Brazil, the second largest agricultural aviation market in the world, is experiencing increased demand due to new market conditions such as higher purchasing power of farmers, better technology at more accessible prices, and the Asian Rust plague. Currently, Brazil imports about 35 new agricultural aircraft every year. Thrush, originally a forest fire-fighting company, and Air Tractor are already represented in Brazil, but other American companies may also find opportunity in Brazil. Another opportunity may be found not in manufacturing, but in pilot training. With only three pilot training programs as well as a small supply of pilots, U.S. companies that can offer training may reach new heights in Brazil. [IMI 8/11/04](#)

Canada- Not only is the Government of Canada committed to source 20% of energy from renewable sources as part of the implementation of the Kyoto Agreement on the reduction of green house gases, but also the anticipated power shortage in the province of Ontario is threatening a three-fold increase of power rates, which may cause industry's flight out of the region. Alternate sources, including renewable, are getting a high degree of attention from both the public and private sectors. One specific **renewable energy source** being considered is wind energy presenting numerous opportunities for U.S. Wind Energy producers and equipment manufacturers. [IMI 8/13/04](#)

Canada- Expansion plans costing an estimated \$370 million are planned for the British Columbia port of Prince Rupert, located on the northwest coast of the province. This expansion project will include the procurement of **rail lines, material handling equipment, and construction services**. As with most port construction, many opportunities exist for

American companies, including materials handling equipment and rail lines. Phase one will require the procurement of a minimum of three expansive port cranes alone. [IMI 8/4/04](#)

Chile- The **Safety and Security Equipment and Services** sector is expected to grow 4% in the next year. With the newly implemented US-Chile Free Trade Agreement in effect, now is a great time for US exporters to enter this dynamic market. US products enjoyed a 30% market share in 2002 and enjoy a reputation of high quality in Chile. For more information on this opportunity and the sub-sectors in which exports are most needed, visit: [ISA 9/24/04](#)

Dominican Republic- The market for **agricultural machinery and equipment**, according to sources, is estimated to grow by 10 percent over the next two to three years despite the present economic situation. The proximity of U.S. suppliers to the Dominican Republic is one of the key reasons for the preference for U.S. made equipment. In 2003, U.S. agricultural equipment imports were US\$19 million, representing 70 percent of the import market. Follow this link for more information: [ISA 9/1/04](#)

Dominican Republic- It is a great time to begin looking into the Dominican Republic for any U.S. company. On August 5, 2004 United States Trade Representative Robert B. Zoellick and Dominican Industry & Commerce Minister Sonia Guzman signed a Free Trade Agreement (FTA). The Dominican Free Trade Agreement is part of a regional FTA with several Central American countries. The Trade Ministers from Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua were similarly on hand to ratify the Central American Free Trade Agreement on behalf of their respective nations. This will become the second largest free trade area in the Western Hemisphere. [IMI 8/9/04](#)

Guatemala- U.S. **Construction** companies may strike gold in Guatemala thanks to President Berger who plans to begin building a new international airport during his term. The first public consultancy meeting occurred at the end of July where three sites were suggested based on a pre-feasibility study donated by the Government of Japan. There will be two more public consultancy meetings – one in late November 2004 where the site may be disclosed and one in early 2005 where the date for calling of international bids will

be set. Follow this link for the full story and contact information: [IMI 8/10/04](#)

Mexico- Although Mexico's **Internet services** sector is small in comparison to the U.S., it has experienced explosive growth. An important factor has been the high priority placed by the Mexican public and private sectors on further developing the necessary infrastructure for information technology. The current presidential administration has targeted wireless technologies and fixed telephone lines to stimulate greater competitiveness and development in the Mexican information technology market. Follow this link for market data as well as key contacts: [ISA 8/9/04](#)

Panama- With tourism on the rise in this Central American country, now is a good time for exporters of **hotel and restaurant equipment** to explore this growing market. The food service equipment market is expected to continue expanding with yearly growth rates of 20% for the next few years and U.S. exports enjoy a high quality image. It is also expected that in 2004 Panama will become the second-most visited country in Central America. Of special interest to U.S. exporters are the free trade agreement talks underway between both countries, which are expected to conclude in a few months. For more information: [IMI 9/8/04](#)

Uruguay- U.S. Manufacturers of **wastewater treatment equipment** will find that Uruguay offers great opportunity. OSE, the Uruguayan state-owned waterworks and sanitation company, has announced it will be investing approximately \$30 million in the next few months in infrastructure developments. The funds will be used to construct sanitation and filtration plants that are expected to benefit approximately 300,000 people throughout the country. Don't waste time, and follow this link for contact information: [IMI 8/19/04](#)

Venezuela- Venezuela's largest telecommunications company, CANTV, plans to implement an aggressive expansion of broadband access capacity to win the race to provide value added products to Venezuelan consumers. CANTV sees the urgency in this expansion because of intense competition from major international companies such as Telefonica de Espana and Telefonica Italiana Mobila (TIM), both of which are very interested in the Venezuela market. CANTV will have to import technology and equipment to be able to comply with its plans to implement a low cost solution for rolling out their bandwidth product ABA by 2005. This creates significant export opportunity for U.S. **broadband IT hardware** manufacturers, especially small to mid-size companies with specialized technologies. [IMI 8/17/04](#)

International Marketing Insights (IMI) and International Sector Analyses (ISA) are short profiles of specific market conditions or opportunities prepared in overseas markets and multi-development banks. For complete reports, contact the nearest Commercial Service office.

Trade Events

Mexico City, Mexico - EXPO CIHAC 2004 October 14 – 19, 2004

EXPO CIHAC 16th Annual Exhibition and Technical Presentations, is the most prestigious event in Mexico and Latin America for the building, construction and housing industry.

For more information, please contact:

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Tijuana, Mexico - TI Americas 2004 October 27-29, 2004

Promote through partnerships the international and technological trade among companies developing Software, Multimedia, and Information and Communication Technology all over the Americas in order to empower this industry.

For more information, please contact:

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Useful Websites

The U.S. Trade Representatives site gives information on trade agreements, disputes, speeches, press releases, and more.

http://www.ustr.gov/World_Regions/Americas/Section_Index.html

A one-stop guide to the Canadian economic statistics, information, concepts, and events.

<http://www.canadianeconomy.gc.ca/english/economy/index.cfm>

The Central Intelligence Agency World Factbook contains a wealth of statistics and country information.

www.odci.gov/cia/publications/factbook/index.html

International Postal Codes

www.grcdi.nl/linkspc.htm